

Message Text

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72

ORIGIN AF-06

INFO OCT-01 ISO-00 EB-07 COME-00 DODE-00 NSAE-00 RSC-01

TRSE-00 AEC-05 CIAE-00 /020 R

DRAFTED BY AF/S:WEATON:DH

APPROVED BY AF/S:WPO'NEILL

AF-JWFOLEY

EB/EWT - SSGOODMEN

COMMERCE - MLLICHT (INFO)

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P R 042144Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY PRETORIA PRIORITY

INFO AMCONSUL CAPE TOWN

AMCONSUL JOHANNESBURG

AMCONSUL DURBAN

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E.O. 11652: N/A

TAGS: PFOR, ETD, SF, US

SUBJECT: SAFAIR PROPOSES TO BUY SIX MORE L-100S

CAPE TOWN FOR EMBASSY

1. LOCKHEED HAS APPLIED TO COMMERCE FOR AN EXPORT LICENSE TO SELL ADDITIONAL SIX L-100S TO SAFAIR. ACCORDING TO A DEC. 11, 1974 LOCKHEED-SAFAIR CONTRACT, FIRST THREE PLANES WOULD BE SCHEDULED FOR DELIVERY IN JUNE, JULY AND AUGUST 1976 AND THE REMAINING THREE IN OCTOBER 1976. TRANSACTION WOULD TOTAL \$60 MILLION (\$45 MILLION FOR THE SIX AIRCRAFT AND THE REMAINDER IN SPARE PARTS, SPARE ENGINES AND GROUND SUPPORT EQUIPMENT).

2. AS EMBASSY IS AWARE, COMMERCE LICENSED EXPORT OF SIX L-100S TO SAFAIR IN LATE SEPTEMBER 1974. THESE
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AIRCRAFT ARE SCHEDULED FOR DELIVERY AS FOLLOWS: THREE

DURING NOVEMBER-DECEMBER 1974 AND THE REMAINING THREE IN JULY, AUGUST AND SEPTEMBER 1975. THE SALE OF AN ADDITIONAL SIX L-100S WOULD BRING SAFAIR TOTAL TO SIXTEEN L-100S BY NOVEMBER 1976.

3. EMBASSY IS REQUESTED TO DISCUSS PROPOSED PURCHASE WITH SAFAIR OFFICIALS. WE ARE ANXIOUS TO LEARN FULL

RATIONALE FOR THE NEW PURCHASE SINCE WE WONDER WHETHER THERE WILL BE SUFFICIENT CIVILIAN AIR CARGO BUSINESS IN SOUTH AFRICA, IN ADDITION TO THAT CARRIED BY SAA AND OTHERS, FOR SAFAIR TO UTILIZE FULLY 16 L-100S BY LATE 1976. SAFAIR'S ANNUAL PROJECTED CIVILIAN CARGO TRAFFIC FOR 1976-1980, IF AVAILABLE, WOULD BE HELPFUL. WE WOULD ALSO APPRECIATE CURRENT STATUS REPORT ON SAFAIR OPERATIONS, UTILIZATION OF PRESENT L-100S, COMMERCIAL/LOGAIR RATIO, TRAINING OF CIVILIAN CREWS AND PERFORMANCE OF MAINTENANCE WORK BY CIVILIANS. ANY ADDITIONAL COMMENTS BY EMBASSY ON PROPOSED TRANSACTION ALSO WELCOME. KISSINGER

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